



South Carolina
Department of Commerce

Just right for business.

Team South Carolina

Vision & Mission

VISION

It is our ***vision*** that South Carolina's economy will become more competitive in a global economy, providing South Carolinians of all ages and skill levels an opportunity to maximize their talents and abilities.

MISSION

Working together to create opportunities for South Carolinians by promoting:

- Job creation;
- Economic growth;
- Improved living standards for South Carolinians.



About S.C. Commerce

100+
EMPLOYEES

full-time basis

25
YEARS

of economic development
excellence

5
**INTERNATIONAL
LOCATIONS**

China, Germany, India,
Japan & Korea

9
LANGUAGES

spoken by
SCDOC staff



AREAS OF SERVICE

- Global Business Development
- International Strategy & Trade
- Business Services
- Innovation Development
- Workforce Development
- Grants & Incentives
- Research & Product Development
- Rural Strategy



Global Business Development

Lead S.C. industry recruitment efforts

PROSPECTING

- Attend domestic and international trade shows
- Attend industry and geographic-specific missions
- Respond to Requests for Information from companies, site selectors, etc.
- Investigate leads from companies, consultants or allies

KEY INDUSTRY SECTORS

- Advanced Manufacturing
- Advanced Materials
- Aerospace & Aviation
- Agribusiness
- Automotive
- Distribution & Logistics
- Life Sciences
- Office & Service

MANAGING

- Provide a single point of contact for all companies considering growth in S.C.
- Identify project drivers and needs
- Coordinate response to address project needs, including location and financial elements
- Manage details with all involved parties until a project is “won”



Notable Wins

Since 2011, we've had many major announcements:



BOSCH

BRIDGESTONE

CompuCom



Electrolux

Gestamp



Google **HONDA**

MAGNA



Mercedes-Benz
Vans. Born to run.



T-Mobile



TEIJIN

TORAY



5



International Strategy & Trade

Increase global awareness of South Carolina's offerings

FDI	Protocol	Trade
<ul style="list-style-type: none"> • Increase the number of foreign companies considering S.C. as a business location • Assist established, international companies with entry into U.S. market via Landing Pad Program • Provide support for existing S.C. companies with international roots 	<ul style="list-style-type: none"> • Host international delegations looking at growing in S.C. • Provide consultations on best practices for working with international clients • Ensure Team SC's professional, social, business and diplomatic skills match multi-cultural audiences 	<ul style="list-style-type: none"> • Expand export activity for existing exporters from S.C. • Increase the number of new-to-export companies from S.C. via training seminars and counseling • Manage S.C. Export Incentives Program, including select international trade missions

Statewide Success

135,000+

JOBS

recruited Jan 2011-present

\$37.9B+

CAPITAL INVESTMENT

recruited Jan 2011-present

1,240+

PROJECTS

recruited Jan 2011-present

#1

FDI INVESTMENT

on per capita basis in 2018
(extending streak of top three
finishes since 2011)

\$34.6B

EXPORT SALES

in 2018, record year!

100,000+

TIRES MADE EACH DAY

making S.C. the top U.S. tire
manufacturer

19%

MANUFACTURING GROWTH

in the last 8 years

195+

MARKETS

were destinations for
S.C. exports in 2018

1,200+

OPERATIONS

of international companies
in S.C.



Business Services

Existing Industry

- Visit S.C. manufacturing companies to assess needs and coordinate solutions

Key Accounts

- Work to enhance business relationships with key, large companies in S.C.

Small Business Development

- Connect entrepreneurs and small businesses with resources to start, maintain and grow their business

Supplier Outreach

- Assist existing or new companies with any supplier needs, both current and ongoing

Recycling Market Development

- Provide recycling-related consultations and business support to S.C. companies

Emergency Management

- Serve as lead for ESF 24, a public support function to help business and industry recover from disasters



Existing Industry Site Visit Program

**GOAL: Assess business environment and identify solutions
for improvement opportunities.**

APPROACH

The Existing Industry team visits S.C. manufacturing companies to evaluate needs and coordinate resources to remedy production and profitability obstacles.

The S.C. Manufacturing Extension Partnership is a key partner for technical assistance.

KEY SUPPORT AREAS

- ✓ Expansion consultations with Global Business Development team
- ✓ Labor force challenges
- ✓ Training options
- ✓ Production and quality tools
- ✓ Supplier identification
- ✓ Recycling market development



Anatomy of a Project

What are the drivers of a location decision?

- Ready site/building to meet a company's timeline
- Available workforce and training resources
- Business environment
 - Start-up costs
 - Ongoing costs





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How is energy a factor in economic development decisions?